THE AMERICAN LEGION NATIONAL HEADQUARTERS

Financial Statements
July 31, 2018
With Supplementary Information

The American Legion National Headquarters Balance Sheet July 31, 2018

Assets		
Curi	rent Assets	
	Cash	18,168,103
	Accounts Receivables	
	Emblem Division	248,058
	Magazine Division	1,311,146
	Other	(485,688)
	Total Accounts Receivables	1,073,515
	Inventory	
	Emblem	2,571,093
	Magazine	351,330
	Other	42,180
	Total Inventory	2,964,603
	Prepaid	
	Expenses and Supplies	1,351,696
	Deferred Membership Expenses	3,912,120
	Postal Deposit	1,275,791
	Total Prepaid	6,539,607
	Investment	
	Accrued Interest	732,979
	The Restricted Fund	32,115,018
	The Reserve Fund	2,055,851
	Segregated For Building	6,090,180
	Paid-Up-For-Life Fund	27,754,368
	Other	24,423,495
	Investment in Affiliate	23,345
	Total Investment	93,195,237
	Property Net Book Value	
	Washington DC Land	80,000
	1ndianapolis Land	389,264
	Washington DC Building	892,206
	Indianapolis Building	1,678,434
	Work in progress - DC	3,396
	Work in progress - Indianapolis	70,518
	Total Property	3,113,818
	Equipment Net Book Value	
	Washington DC	255,522
	Indianapolis	685,878
	Total Equipment	941,401
	rotai Equipment	941,401

The American Legion National Headquarters Balance Sheet July 31, 2018

July 51, 2010	
Assets - Continued	
Other Assets	
Receivable from Endowment Fund	2,000,000
Total Other Assets	2,000,000
Total Assets	127,996,284
Liabilities and Fund Balance	
Current Liabilities	
Account Payable	3,848,014
Deposit on Emblem Sales	430,532
Prepaid Advertising	117,996
Pension Expenses	19,449,457
Scholarship Payable	-
Deferred Dues Income	18,797,960
Accrued Vacation Pay	1,030,502
Other Liabilities	890,099
Deferred Baseball Revenue	-
Deferred Royalities	2,400,825
Total Current Liabilities	46,965,383
Long Term Liabilities	
Mortgage	512,049
PUFL - Future Dues	52,807,558
Total Long-term Liabilities	53,319,607
Total Liabilities	100,284,990
Funds	
General Fund	(23,079,360)
Legacy Scholarship	13,360,721
Overseas Graves Fund	972,346
PUFL Fund	(21,275,841)
The Restricted Fund	33,325,054
The Reserve Fund	2,243,241
Samsung Scholarship	5,000,000
Other Funds	15,774,542
Year-To-Date Net Surplus/(Deficit)	1,390,590
Total Funds	27,711,294
Total Liabilities and Funds	127,996,284

The American Legion National Headquarters

Income Statement
July 31, 2018

	July	2018 Year to Date	2017 Year to Date	2018 Year to Date vs. 2017 Year to Date Variance Favorable/ (Unfavorable)	Year to Date Variance % (dec)/inc
Revenue					
Membership	\$3,081,033	\$21,221,635	\$22,056,100	(\$834,466)	-3.78%
Membership Services	18,279	107,279	319,510	(212,231)	-66.42%
Royalities	721,365	1,972,314	1,473,949	498,365	33.81%
Investments	275,887	-1,851,702	1,793,196	58,506	3.26%
Contributions and Fundraising	1,242,956	8,123,188	7,019,717	1,103,471	15.72%
Endowment	-		-	-	
Emblem Sales	1,147,807	9,130,728	9,023,722	107,005	1.19%
Label and Printing Program	20,880	213,914	941,703	(727,789)	-77.28%
Magazine Income	650,950	5,049,707	5,557,087	(507,380)	
Program Income	793,011	2,111,185	2,256,249	(145,064)	-6.43%
Other Income	284,904	557,004	907,938	(350,934)	-38.65%
Total Revenue	8,237,072	50,338,655	51,349,172	(1,010,517)	-1.97%
Cost of Goods Sold	778,791	5,678,110	6,412,423	734,313	11.45%
Gross Profit	7,458,281	44,660,545	44,936,749	(1,744,830)	-3.88%
Expenses					
Salaries and Benefits	1,986,918	12,714,395	13,361,002	646,607	4.84%
Magazine Expenses	859,039	6,000,983	5,900,544	(100,439)	-1.70%
Grants	46,945	1,322,680	1,378,817	56,137	4.07%
Programs	774,066	3,413,850	3,574,790	160,940	4.50%
Fundraising	681,036	4,506,133	5,773,300	1,267,167	21.95%
Occupancy	196,015	1,227,733	1,195,002	(32,730)	N .
Office Operations	1,365,110	8,279,516	8	1,006,751	10.84%
Postage and Printing	373,010	2,890,235	3,167,967	277,732	8.77%
Total Expenses	6,282,140	40,355,525	43,637,690	3,282,165	7.52%
Net Operating Suplus/(Deficit)	1,176,142	4,305,020	1,299,059	3,005,961	231.40%
Unrealized Gains/Losses	-	2,919,040	(1,041,550)	3,960,590	
Allocations	(902)	(4,610)	(1,949)	(2,661)	
Net income	\$1,177,044	\$1,390,590	\$2,342,558	(\$951,968)	-40.64%

The American Legion National Headquarters Current vs. Prior Year Variance Explanations July 31, 2018

	2018 YTD	2017 YTD	Favorable/ (Unfavorable)	Percent Change
Revenues				
National Dues	21,221,634	22,056,100	(834,466)	(3.78%)
Emblem Income	9,130,728	9,023,722	107,006	1.19%
Advertising Income	5,049,707	5,557,087	(507,380)	(9.13%)
Fundraising	1,781,910	2,167,715	(385,805)	(17.80%)
Contributions	6,341,278	4,852,002	1,489,276	30.69%
Royalties & Member Service Income	2,079,593	1,793,459	286,134	15.95%
Programs Income	2,111,185	2,256,249	(145,064)	(6.43%)
Investment Income	1,851,702	1,793,196	58,506	3.26%
Other Income	770,918	1,849,641	(1,078,723)	(58.32%)
Total Revenues	50,338,655	51,349,171	(1,010,516)	(1.97%)
Net Revenue & Transfers & Relcase	50,338,655	51,349,171	(1,010,516)	(1.97%)
Expenses				
Wages	9,825,373	9,557,534	(267,839)	(2.80%)
Benefits	2,889,022	3,803,469	914,447	24.04%
Cost of Goods Sold	5,678,110	6,412,423	734,313	11.45%
Grants	1,322,680	1,378,817	56,137	4.07%
Direct Publications (Magazine Cost)	6,000,983	5,900,544	(100,439)	(1.70%)
Operations expenses	8,279,516	9,286,268	1,006,752	10.84%
Postage and Printing Expense	2,890,235	3,167,967	277,732	8.77%
Occupancy and Usage	1,227,733	1,195,002	(32,731)	(2.74%)
Programs	3,413,850	3,574,790	160,940	4.50%
Fundraising	4,506,133	5,773,300	1,267,167	21.95%
Total Expenses	46,033,635	50,050,114	4,016,479	8.02%
Surplus from Operations	4,305,020	1,299,057	3,005,963	231.40%
Other Income & Expense				
Unrealized Gain / Loss	2,919,040	(1,041,550)	3,960,590	(380.26%)
Other Income/Expenses (Pension, PUFL)	0	0	0	
Total Other Income & Expense	2,919,040	(1,041,550)	3,960,590	(380.26%)
Transfers/Allocations				
Transfers/Allocations	(4,610)	(1,949)) (2,661)	136.53%
Total Transfers	(4,610)	(1,949)	(2,661)	136.53%
Revenue in Excess (Deficiency) of Expenses	1,390,590	2,342,556	(951,966)	(40.64%)

The American Legion National Headquarters Current vs. Prior Month Variance Explanations July 31, 2018

			Reason		
Category	Favorable/ (Unfavorable)	Accounting /accrual	Timing/ One Time	Volume/Rate	
REVENUES:					
National Dues	(834,466)				
Carried you does life, it a less than last year,				(766,577)	
Current year DMS income less than last year.			SOCIAL CONTROL OF THE THE SOCIAL PROPERTY OF	(67,889)	
Emblem Income	107,006				
Levi-means the tre greater than last year.				101,924	
Special order sales down from last year to date.				(82,861)	
Surping income greater than last year due to greater sales.				57,175	
Auxiliary sales up from last year.				30,532	
No viltie- reater than last year.				413,	
Navy Club purchases down from last year.				(177)	
Advertising Income	(507,380)				
Advertising sales income less than last year.				(535,974)	
Production income greater than last year.			CONSUMPRIOR CONTRACTOR AND A PROPERTY AND A CONTRACTOR AN	32,561	
eNewsletter income less than last year.				(3,967)	
Fundraising	(385,805)			- Military No.	
Non-member fundraising less than last year.				(206,477)	
DMS fundraising less than prior year due to				(145,272)	
change in fundraising plan.				S. C. San	
US As and I Le Ley Run last year, not				(34,025)	
this year war amaing it f # 10 a fecrease					
Other			11	(31)	
Contributions Income	1,489,276				
Requests prenter their paint year with one (500k)				787,364	
bequest being the main driver					
Non Member contributions greater than last year to				442,559	
date					
Intercompany transfers greater than last year				257,547	
(recording contributions for other Legion					
companies).					

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	Favorable/	Accounting	Timing/	37-1
Category	(Unfavorable)	/accrual	One Time	Volume/Rate
Contributions Income continued				(17 410)
Legacy scholarship fund contributions less than 2017				(17,418)
DATV revenue metter than hist year as 2017 had				6,201
on a fusioned to the new unit and ce due to a				
Coche ciror.	* ************************************			
VE&E contributions greater than 2017				3,400
All other contains it as		1		9,623
Royalties & Member Service Income	286,134			
118 a reverues up from prior year due to new	200,134		498,364	
contract terms of intime distribution schedule.			130,50	
Senior term life revenue less than last year. No			# # # # # # # # # # # # # # # # # # #	(143,730)
income received yet in 2018.				
Birthday life revenues less than last year. Looks			(60,678)	
like we are a payment or two behind.		's		
Senior term life revenue less than 2017 (no July				(7,822)
payment credited).				
Programs Income	(145,064)			
Inau-1 ral ball revenue in 2017, none in 2018			(643,844)	
Marketing sponsorship revenue greater than last				497,431
year due to Abbvie collaboration billed in July.				(26.021)
Media and Communications less internet revenue				(26,021)
and lower subscription revenue. Meetings & Convention revenue up from 2017				17,836
because of greater sponsorship revenue (\$32,379)				17,650
and greater banquet ticket sales (\$6,077) offsetting	y			
a decrease in booth rental \$20,620.	•			
V. s. c.k. petring I so of a relig revenue i r DSO				1400
school				(6.007)
Internal Affairs/Membership revenue less than las	τ			(6,837)
year. Other revenues variances +/- \$2,000				1,371
Other revenues variances +/- \$2,000				1,3/1

Reason

Category	Favorable/ (Unfavorable)	Accounting	Timing/ One Time	Volume/Rate
Investment Income	58,506			V 0.141.101 M 1860.0
His her interest to divide dash on host year mostly				124,925
because of increased interest in general fund		- ***		
863,416; Legacy fin \$ \$21,147, Tedrow \$19,906;		**		
Postricul 317,41. Sa Mor a creases in all other				
fur is with the security freserve and overseas				
graves funds.				
Realized gain/loss variance from last year				(61,566)
CFA variance from last year				(4,853)
Other Income	(1,078,723)			
i run & last year to date				(727,789)
Finance had a non-recurring one time receipt in				(321,687)
2017 of \$575k offset partially by the receipt of				
management fees totaling \$241,972 in 2018.				
Media & Communications income down from				(27,708)
prior year when 100th anniversary book sales				And the second s
posted.				
Meetings & Convention division received the				27,523
convention corporation income split greater from Reno then from Cincinnati.				
				(16.046)
Fundraising miscellaneous income down from 2017.				(16,846)
Internal Affairs expense down from 2017 when				(12,726)
SAL received a payment from Mutual of Omaha		The state of the s		
Other				510
Total Revenue	(1.010,514)	0	(206,158)	(804,358)
EXPENSES:				
Wages	50,002			
Wage expense is down due to fewer employees				104,818
than 2017.				
To is a total list year I my loyees are taking				(56,487)
less PTO than awarded during same period.		9-30 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3		
Overtime is down from last year.				1,671
Benefits	914,447			
rensing expense days for a 2 17 he to timing of			157,370	
filing. Health insurance, reinsurance/admin fees expense			www.co.	195,040
lower than last year.				193,040
tower than last year.		1		

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Benefits continued Empleyment fees & relocation expense down from 2017. Payroll taxes and 401k match is down due to prior year due to lower wages. Life instruct, e. st. up f. re. 2 117 ' coase 7 (9,057) The thir was profil; a life of the coase 7 (9,057) Let a life of the profil; a life of the coase 7 (1,376) Cost of Sales To bright to Life ses than fast year coinciding with solar prior way from department fundriaising Print shop salary allocation less than prior year due to less usage of printers. Media & Communications sales commission less than ast year due to less usage of printers. Media & Communications sales commission less than fast year due to greater revenue. The COMS recater than last year. Direct Publications (100,439) ENOWAGETER OF The male of appended email list (ware emailing to more people and it was not budgeted) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inventory as expense will be corrected in August Direct Publications (100,439) Error recording paper inve	Category	Favorable/ (Unfavorable)	Accounting	Timing/ One Time	Volume/Rate
Payroll taxes and 401k match is down due to prior year due to lower wages. Life insurance of at up to 2017 ecause 7 To take weap 101 to 2017 ecause 8 To take weap 101 to 2017 ecause 101 to 2017 ecause 7 To take weap 101 to 2017 ecause 101 to 2017 ecause 101 to 2017 ecause 1017 ecause	Benefits continued				
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year due to lower wages. Life instruct. Come in the 2017 secure 7 Life instruct. Come in the 2017 secure 2017 secure 7 Life instruct. Come in the 2017 secure 2017 se	2017.				
Life instructs of star in a 2017 ceause 7 reaths were read it at 1018 months in 2 17. Recognition awards expense up from 2017. Cost of Sales 734,313 795,245 with or in the first in a 2017 of the property of the prope	Payroll taxes and 401k match is down due to prior				30,085
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Error recording paper inventory as expense will be corrected in August Pull calculation cost 1 the magazine (paper, printing, 23,850 23,850 23,850 23,850 23,850 23,850 23,850 Converse of the magazine (paper printing, 23,850 23,850 23,850 23,850 23,850 23,850 23,850 23,850 23,850 23,850 23,850 23,850 25, k fixering the relation due to fewer 25, k fixering the relation of	list (we are emailing to more people and it was not		of the second	, , <u>, , , , , , , , , , , , , , , , , </u>	
be corrected in August Pull cation cost 1 the magazine (paper, printing, 13,850 15 to thing it lown from last year. \$42k is 16 to thing it lown from last year substitute in different than 25 k if four in the locre see e sewhere. Convention book expenses timing different than 2017 Creative cost is up from 2017. Promotion cost is up from 2017. (4,077)	budgeted)				
Pull cation cost of the magazine (paper, printing, Street of the found of the magazine (paper, printing, Pust record of the pointing due to fewer In the first of the mailed. Paper is un State of the mailed. Paper is un State of the masser of the masser of the paper of the			(38,428)		
Convnetion book expenses timing different than 2017 Crentive cost (a muse) 1, at a part is cartoon) Cost is up from 2017. Promotion cost is up from 2017.				- who she says a second	
Convnetion book expenses timing different than 2017 Creative and form 2017. Promotion cost is up from 2017. (4,077)					23,850
Convnetion book expenses timing different than 2017 Creative cost (a mussion at the eartoon) cost is up from 2017. Promotion cost is up from 2017. (4,077)					
Convnetion book expenses timing different than 2017 Creative and framescript at 5, this cartoon) cost is up from 2017. Promotion cost is up from 2017. (4,077)					
Convnetion book expenses timing different than 2017 Creative cost (a muscupit at 5, ph.) cartoon) cost is up from 2017. Promotion cost is up from 2017. (4,077)					on on
2017 Creative cast (a muscript at 5, th) cartoon) cost is up from 2017. Promotion cost is up from 2017. (4,077)				0 200	
Crentive cost is up from 2017. Promotion cost is up from 2017. (4,077)	1			0,388	-
Promotion cost is up from 2017. (4,077)			~,		5.641
Promotion cost is up from 2017. (4,077)					
			tali and the second		(4 077)
	Taking magnetic expense more han 2017.		- Andrews		(356)

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Category	(Unfavorable)	/accrual	One Time	Volume/Rate
Office Operations expenses	1,006,752			
Industrial expenses were in 2/17; it is the 2/18.				782,14
Membership Services (DMS) spending is up from				(389,217
last year most especially the outside vendor				
packaging (\$399k) of the increase. Greater credit				
card fees (\$12,505) and direct renewal expense				
(\$15k). Outside services is down \$38k.				
Local division - local litigation expenses \$342k	AND THE STATE OF T			355,92
and lower outside legal fees (\$21k).				
Marketing non Inaugural spending up due to			(45,000)	(117,214
partnership expense and timing issue of First				
Degree retainer paid early				
Paid Up Fig Life expenses are down from 2017				110,54
with lower promotion expense.				
Purchasing lease agreements were renegotiated in				84,88
2017 causing year over year savings (\$69k) and				
lower depreciation since some assets fully				
depreciated in 2017 (\$18,353).				
Committee & Commission travel expenses are				71,70
down from 2017 probably due in part to timing.				
Last year more membership meeting				
reimbursement and convention xpense reports				
were in process in July than this year.				
IT acquisitions and upgrades less than 2017 \$65k				61,92
and computer supplies \$10k. Consulting fees are				
higher than 2017 \$52k; outside services less than				
2017 \$33k (less temporary labor).				
National Officers lowertravel expenses lan las		The state of the s		61,61
yar \$35k; timing of National Co 'ander's				
premiums less than last year \$33k offset by higher				
corporate fund expenses \$15k.				
Media & Communications expense are up from				(42,005
2017. Outside services up \$47k including \$32k				(,
for Centennial app. Publicity and prmotion is less				
than lsat year \$17,647 offset by higher publication				
information services \$12k.				
Administration DC secular since to require due to				(34,226
nigher consulting fees (\$30k) and higher				(5,1,20
depreciation \$7k.				
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Office Operations variances continued DC Maintenance lower outside service fees				
DC Maintenance lower outside service fees				
4 11 10011 00 11 1 11 0				29,582
(temporary labor) \$31k offset by depreciation for				
new building project not in 2017 \$1,918.				
An orientation to Largey to the trist ortion costs in 2017 (211,546) at 11 year publicity an 4 promotion £10,150.		~ · · · · · · · · · · · · · · · · · · ·		28,740
Indy Executive Director lower education expense				28,235
than last year \$17k; lower executive director expenses \$8k, lower stationery \$3k.				
indential and a function were banquet expenses		Św		(24,066)
due to timing of deposits (\$93,752) offset by				(21,000)
increased miscellaneous other (\$50k which had a				
\$50k revenue) and higher printing expense for				
convention bags \$49k.	And the second s			
Human Resources lower outside services (2017				20,955
had temp fees for DC HR rep) \$16k and lower				
education/training expense \$10k.				
l ibrary & Museum lower outside services \$13k				19,607
due to 2017 having intern expense to IU \$7k of the				
\$13k & lower digitization cost plus lower				*
estoration costs \$5,822.				Contraction and
VA&R telephone expense \$11k higher than 2017				(12,620)
due to more employees on our phone system;				
\$4,620 laptop replacements (none in 2017).		70 F	All	
All other divisions with a variance + - \$10,000				15,248
Postage & Printing Expense	277,732			NOT THE PROPERTY OF
Membership services lower bull mail than 2017				256,263
because of less expense so far this year.			Y	70.052
Membership direct renewal postage less than 2017				78,053
(fewer members to renew) \$69k.				(55.040)
Improved Affirms much prester printing expense				(55,942)
(numbership a pliestons and other membership				
costs).		The state of the s	A Sept. 18 July 10 19 19 19 19 19 19 19 19 19 19 19 19 19	(26,910)
Emblem Sales greater shipping expense than 2017				(20,910)
due to greater sales Media & Communications less post office notices				13,003
\$9,900 and 3rd class postage \$3,986.				13,003
Veterans Employment & Education lower printing				6,166
\$4,888 and shipping expenses \$1,278.				0,100
All other divisions with a variance +/- \$5,000				7,099

Category	Favorable/ (Unfavorable)	Accounting /accrual	Timing/ One Time	Volume/Rate
Occupancy & Usage	(32,731)			
I'll register these treatmenths less sear at this				(28,139)
time.				
Finance division expenses are up from 2017 because Mavro scanning went into service late last				(16,249)
year. C. f-cility I war juniori dinaint ance supplies C7. (2); utilities (5,72), hover repairs and upkeep 3.895 Flesh by Fisher building maintenance		A.		15,259
(41,275).				(5.872)
Marketing services group facility expenses down (\$6,284) higher utilities; (\$3,211) greater depreciation (due to VA&R build out); higher janitor contracts (\$2,663).				(5,872)
Perchasing machine maintenace is down \$101,388				3,264
offset by increased lease expense \$97,500.				
All other divisions with a variance +/- \$3,000				(994)
Programs	160,940			
VA&R expenses up from 2017 with \$204k of the				№187,700)
variance due to the legal fees paid to a VA			7007	
disability law firm who provides assistance to our		With the second		
service officer school, et. Al. The 2017 expense				
was processed against the 2016 FY. Travel is up				المرس
for field services section \$14,010 offset by	and the second s	- T		
decrease in insurance activities \$7,266.				
Committees & Commission travel down from last year due to timing of convention travel reports			161,910	
getting ready. Last year \$258k in expense posted				
for July but only \$65k this year. This is going to				
correct in August or September.				
Arts cleanists on enser lower from the same		44,234	8	
period last year due to timing of paying Baseball				
\$17k and Boys Nation \$61k related expenses.				and the second second second second second
Oratorical contest is complete and the travel				
expenses were up (\$31,666) from 2017. JSSP is			1 1 1	
Jawn \$15,423 with most fall expenses of osted. SALLA expenses now character intermal Affairs.				

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Category	Favorable/ (Unfavorable)	Accounting	Timing/ One Time	Volume/Rate
Programs continued	(Ontavorable)	7acci uai	One Thire	
Fundraising & bank financial programs lower				85,613
revenue share with the departments year over year.				,,,,,,,
Internal Affairs SALAA expenses a eater than last		12 2011	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
as they were charged by the anomism in 2-17.		31 75 Mar 100		
National Security increased prgarm expense				(9,860)
related to Fulbright Institute event held during				
Washington Conference \$7,500; greater travel				
expense than 2017 \$2,329.				
All always are enfances an er 1 000 +/-		× / - 2		9,112
Fundraising	1,267,167			
Van Member but draising expenses lower than last				946,820
year to late.		The state of		
DRTV expenses lower than 2017 due to				246,678
discontinuation of the program.				
IMS fundraising expense less than last year due to				67,308
change in rogram				
Legacy Run miscellaneous fundraising expenses				6,361
down from last year to date.				
Grants	56,137		The second of the second secon	
TFA grants less than 2017 because of changes				252,343
made to the program late 2017.				
Recording of grants from TAL to other TAL funds				(221,047)
(mainly ALC).				50.000
2017 One time grant to US Foundation of				50,000
Commemmoration of World Wars			Aller Server Study	6/2 (6)70
Scholarships are down from 2017 due to write offs				(16,697)
of expired scholarships not redeemed by				(11.50.4)
Commanders incentive less awarded through May				(11,624)
than in 2017.		7		2.170
All that gru is (amplayers I year, Devore,		e de la composition della comp		3,162
Perficate teller			Make a Complete State of the Complete State	A CONTRACTOR OF THE PARTY OF TH
Total Expenses	4 334 320	(22,285)	N50,303	3,497,272
Net Surplus from Operations	3,323,804	(22,285)	653,175	2,692,914
Other Income & Expense				
Usualized Gein/Less	3-960-590			3,960,590
Other income/expenses (Pension, PUFL)				

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Category	Favorable/ (Unfavorable)	Accounting /accrual	Timing/ One Time	Volume/Rate
Try skes/iell-ontion	(2,661)	110		(2,6%)
Total Other Income & Expense	3.957,929		i i	3,557,919
Revenue in Excess (Deliviency) of Expenses	(634,125)	(12,285)	653,175	(1,265,015)

The American Legion National Headquarters

Emblem Sales Income Statement July 31, 2018

	July 2018	2018 Year to Date	2017 Year to Date	2018 Year to Date vs. 2017 Year to Date Variance Favorable/ (Unfavorable)	Year to Date Variance % Favorable/ (Unfavorable)
Revenue					
Auxiliary Sales	85,368	812,127	781,596	30,532	3.91%
Legion Sales	842,362	6,950,766	6,848,841	101,925	1.49%
Navy Club Sales	92	778	955	(178)	-18.60%
Special Order Sales	64,158	372,888	455,749	(82,861)	-18.18%
Royalty Revenue	49,809	58,500	58,087	413	0.71%
Shipping Revenue	106,017	935,668	878,493	57,175	6.51%
Miscellaneous Revenue	93_	933	1,260	(327)	-25.96%
Total Revenue	1,147,899	9,131,660	9,024,982	106,678	1.18%
Cost of Goods Sold	673,387	4,944,015	4,987,889	43,874	0.88%
Gross Profit	474,513	4,187,646	4,037,094	150,552	3.73%
Expenses					
Selling Expenses					
Publicity & Promotion	51	770	2,474	1,704	68.87%
Advertising	9,804	159,004	127,893	(31,110)	-24.33%
Postage and Freight	75,905	1,023,537	996,627	(26,910)	-2.70%
Travel Expenses	5	10,978	10,784	(195)	-1.80%
Shipping Supplies	4,057	37,519	44,767	7,248	16.19%
Total Selling Expenses	89,821	1,231,809	1,182,546	(49,263)	-4.17%
General & Administrative Expenses					
Salaries and Benefits	99,972	760,922	707,132	(53,790)	-7.61%
Dues and Fees	111	2,714	27,424	947।	
Office Stationery & Supply	1,278	11,363	15,769	3.48	27.94%
Outside Services & Fees	12,204	102,693	106,359	3,445	3.45%
Printing Supplies	0	0	80	10	
Telephone	3,016	21,922	18,958	(2,9%)	-15.64%
Credit Card Fees	21,068	- 190,908	181,709	(9,159)	-5.06%
Other Expenses	2,767	23,797	20,140	(3,658)	-18.16%
Taxes	0	17	64	à 47 [']	
Total General & Admin Expenses	140,414	1,114,336	1,077,634	(36,702)	-3.41%
Total Expenses	230,236	2,346,145	2,260,101	(86,044)	-3.81%
Allocations	54,787	285,320	249,714	(35,605)	-14.26%
Net income	189,490	1,556,181	1,527,279	28,903	1.89%

The American Legion Media & Communications

Income Statement July 31, 2018

-	July	2018 Year to Date	2017 Year to Date		Year to Date Variance % Favorable/ (Unfavorable)
Revenue					
Membership Subscriptions	477,022	3,287,534	3,382,274	(94,740)	-2.80%
Advertising Income	635,976	4,743,494	5,279,468	(535,973)	-10.15%
Internet Group Income (eNewsletter)	14,974	185,713	189,680	(3,967)	-2.09%
Production Income	- 3	120,500	87,939	32,561	
Other Subscriptions	10,621	122,238	148,259	(26,021)	-17.55%
Other Income	(1,438)		37,836	(27,708)	-73.23%
Total Revenue	1,137,155	8,469,607	9,125,456	655,849	-7.19%
Cost of Goods Sold	92,841	696,922	765,098	68,176	8.91%
Gross Profit	1,044,314	7,772,685	8,360,358	(587,674)	-7.03%
Expenses					
Salaries and Benefits	144,542	,042,653	1,212,208	169,555	13.99%
Magazine Expenses	859,039	6,000,983	5,900,544	(100,439)	-1.70%
Grants	7,978	7,978	10,742	2,763	25.73%
Office Operations	57,658	465,117	423,112	(42,005)	-9.93%
Postage and Printing	3,011	62,598	75,601	13,001	17.20%
Program & Occupancy Expense	2,803	4,995	2,751		
Total Expenses	1,075,031	7,584,324	7,624,958	42,878	0.56%
Allocations	70,785	387,799	320,671	(67,128)	-20.93%
Net income	(101,501)	(199,439)	414,729	(614,168)	-148.09%